

# Details by Segment

## - Energy Solution & Marine Engineering -

### FY2023 (vs. FY2022)

**Orders received**



-¥37.3 bil.

Decreased due to a decrease in orders for LPG/LAG carriers despite orders for naval equipment for MOD and domestic municipal waste incineration plants

**Revenue**



+¥38.6 bil.

Increased due to an increase in LPG/LAG carriers and Energy business

**Business profit**



+¥28.0 bil.

Increased due to increase in revenue and an equity in gains

### FY2024 forecast (vs. FY2023)

**Orders received**



-¥11.6 bil.

Decrease due to a decrease in orders of Plant & Marine Machinery despite increase for MOD of Ship & Offshore Structure

**Revenue**



+¥56.8 bil.

Increase due to an increase in revenue of Energy, Plant & Marine Machinery

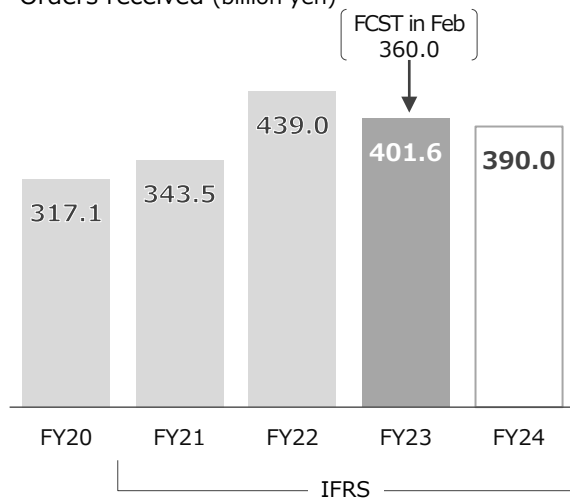
**Business profit**



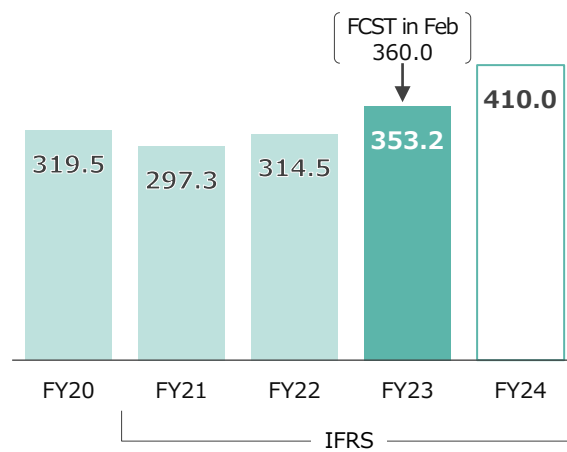
-¥1.9 bil.

Decrease due to a decrease in profit due to factors such as the assumption that the exchange rate is stronger than YoY despite increase in revenue

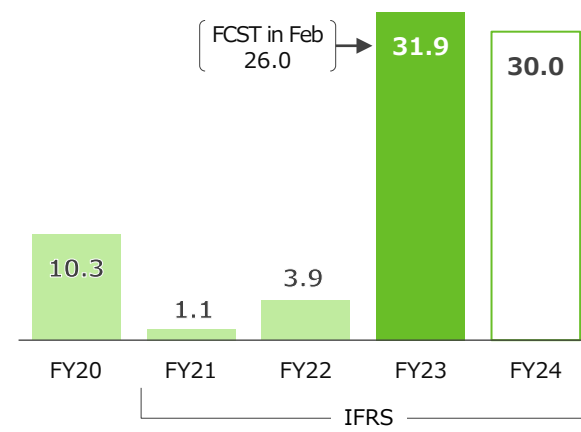
Orders received (billion yen)



Net Sales or Revenue (billion yen)



Operating Profit or Business Profit (billion yen)

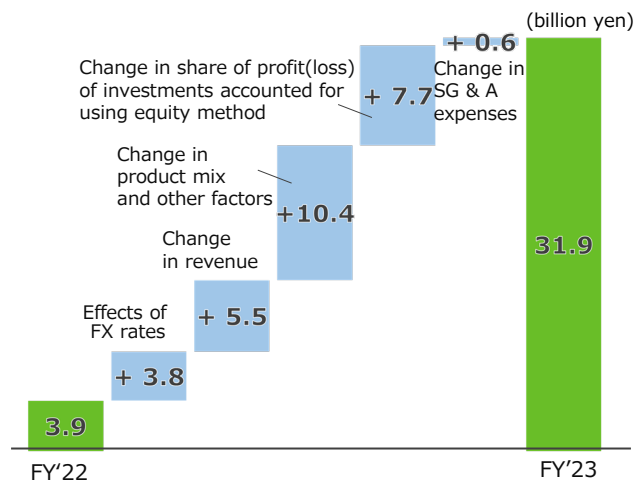


# Details by Segment - Energy Solution & Marine Engineering -

(Billion Yen)

	FY2022	FY2023				FY2024	
	Actual	FCST in Feb.	Actual	Chg. Vs. FY22	Chg. Vs. FCST	Forecast	Chg. Vs. FY23
Orders Received	439.0	360.0	<b>401.6</b>	- 37.3	+ 41.6	<b>390.0</b>	- 11.6
<i>Energy, Plant &amp; Marine Machinery</i>	292.6	320.0	<b>358.8</b>	+ 66.2	+ 38.8	<b>290.0</b>	- 68.8
<i>Ship &amp; Offshore Structure</i>	146.3	40.0	<b>42.7</b>	- 103.5	+ 2.7	<b>100.0</b>	+ 57.3
Revenue	314.5	360.0	<b>353.2</b>	+ 38.6	- 6.8	<b>410.0</b>	+ 56.8
<i>Energy, Plant &amp; Marine Machinery</i>	234.4	265.0	<b>260.6</b>	+ 26.2	- 4.4	<b>320.0</b>	+ 59.4
<i>Ship &amp; Offshore Structure</i>	80.0	95.0	<b>92.5</b>	+ 12.4	- 2.5	<b>90.0</b>	- 2.5
Business Profit	3.9	26.0	<b>31.9</b>	+ 28.0	+ 5.9	<b>30.0</b>	- 1.9
<i>[Margin]</i>	<i>[1.2%]</i>	<i>[7.2%]</i>	<i>[9.0%]</i>	<i>[+ 7.7pt]</i>	<i>[+ 1.7pt]</i>	<i>[7.3%]</i>	<i>[- 1.7pt]</i>
Share of profit (loss) of investments accounted for using equity method	6.0	13.0	<b>13.7</b>	+ 7.7	+ 0.7	<b>15.5</b>	+ 1.8

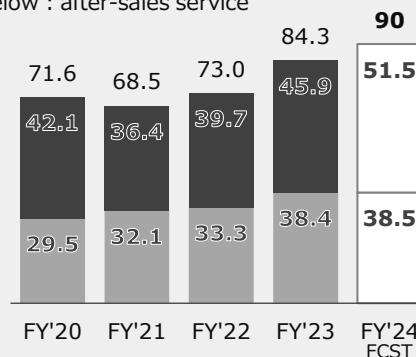
## Details of change in Business Profit(Loss)



## Appendix

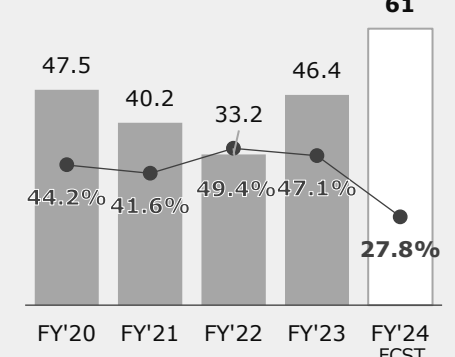
### Revenue of major products in the energy business (billion yen)

above : components  
below : after-sales service



### Revenue of municipal waste incineration plants (billion yen)

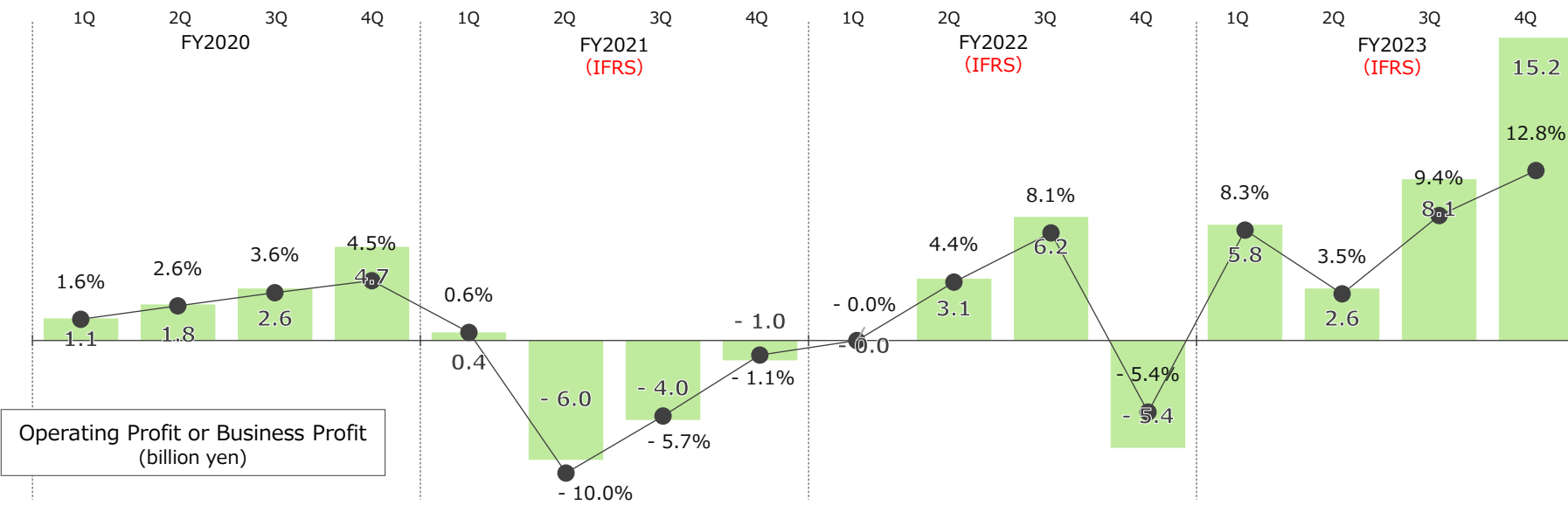
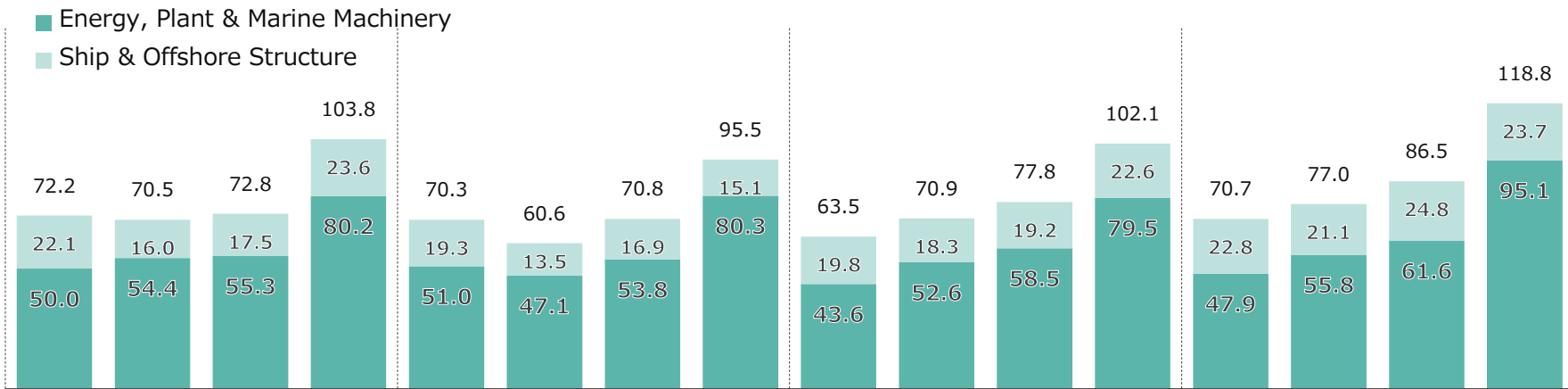
Net sales — O&M ratio to net sales



# Details by Segment - Energy Solution & Marine Engineering -

Net Sales or Revenue  
(billion yen)

(Note) The prior results of previous segment have been reclassified to current segment



Operating Profit or Business Profit  
(billion yen)

## Market Overview

### ● Energy system & Plant Engineering

Domestic	Overseas
Strong demand for distributed power generation and continued demand for renewal of aging waste incineration plants	<ul style="list-style-type: none"> <li>- Strong demand for energy infrastructure development such as distributed power generation in emerging countries</li> <li>- Increased orders, inquiries for hydrogen products in developed countries</li> </ul>

### ● Ship & Offshore Structure

Commercial ships	Submarines and others
<ul style="list-style-type: none"> <li>- Ship prices continue to be high, affected by the soaring cost of materials and equipment</li> <li>- Shipbuilders have filled their immediate berths and business negotiations are centered on future delivery dates</li> </ul>	Stable orders for submarines are expected

### ● Entire segment

Risks	Carbon neutrality
<ul style="list-style-type: none"> <li>- Stable supply of fuel gas required for operation of power generation facilities</li> <li>- Concerns about pressure on profits due to persistently high raw material, equipment, and fuel costs</li> </ul>	Inquiries and requests for cooperation are increasing regarding decarbonization solutions, including hydrogen products

## Specific Efforts

### ✓ Providing products and services that contribute to the realization of a low-carbon and decarbonized society

#### Topic (FY'23) Waste incineration plants

#### 1 Received orders for 2 new waste incineration plants using DBO method<sup>※1</sup>

From Sanda City and Kurume City

- ▶ Increase power generation with advanced reactors and contribute to carbon neutrality<sup>※2</sup>

#### 2 Received an order to upgrade the basic facilities of the waste incineration plants

From Kobe City, Tamagawa Sanitation Association and Yugawara Town and Manazuru Town Sanitation Association

- ▶ Contributing to CO<sub>2</sub> Reduction through Longer Facility Life and Energy Conservation

※1 DBO method : Design · Build · Operate

※2 Electricity from garbage (biomass) is treated as carbon neutral



Image would be :  
New waste incineration plants for Sanda City

### ✓ Efforts to provide decarbonization solutions

#### Topic (FY'23) Steady progress in hydrogen ready<sup>※3</sup>

#### 1 Completed hydrogen co firing remodeling of GPB17D-H2, a 1.8 MW class gas turbine cogeneration system equipped with a DLE<sup>※4</sup> combustor, and started commercial operation

For Chevron Phillips Chemical International N.V.(Belgium)

#### 2 GPB17MMX, 1.8MW 100% Hydrogen-fueled, Dry-combustion Gas Turbine Cogeneration System won the top-ranked "Masuda Award" at the Nikkan Kogyo Shimibun 66th Ten Great New Products Awards

※3 Condition capable of hydrogen combustion (co / pure firing)

※4 Dry Low Emission



GPB17D-H2



PUC17MMX